RJ REYNOLDS

TOBACCO COMPANY

COPY

J. CAMPBELL / ROU 1610
PROMOTIONAL COORDINATOR

8899 MAIN STREET
WILLIAMSVILLE, NY 14221
(716) 634-4179
FAX (716) 634-3145

March 24, 1998

RJR Account #203290
H. FOURTUNIS

MAY: WINSTON .70¢ OFF 2-PACKS / TEAR TAPE PROMOTION #800266

WINSTON .70¢ OFF 2-PACKS SPECIAL OFFER TEAR TAPE PRODUCT has been ordered (see quantities listed below), as well as **75** SKUs of preassembled Counter Displays (Item #541085) to pack the above promotion for your participating retail accounts. All additional pertinent promotional information is listed below:

#/ (6M) Cases Promoted Product	Brand Styles	UPC Code
5	*Winston FF Box*	12300-25252
5	*Winston Light Box*	12300-25253

Product / Premium Arrival:	**April 13, 1998**
Ship Date to Retail:	**Week of: April 27, 1998**

Displays (Item #541085)

SKU CUBE:	**1.7500**
SKU WT (w/o Product):	**3.7500 lbs**
Retail Sales Offer per Sku:	**20 units**
Billing per Sku:	**4 Full Price Cartons**
EFT $ Amount:	**$2,810.01**

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Promotion Description:
Utilize 40-Pack Shipper Display. Place 2 packs in each sleeve (20 2-pack offers per Display) and ship to retail. Each Shipper Display should contain 20 2-Pack units; 2 cartons each: *Winston FF Box and Winston Light Box.*

SHIP NUMBER OF DISPLAYS AS INDICATED ON THE ATTACHED CUSTOMER LIST
SEE ENCLOSED WHOLESALER PACKING INSTRUCTIONS

A list of accounts authorized to receive packed displays is attached. RJR will reimburse you $28.00 per **live 12M** case for all displays packed and shipped to retail on a timely basis. This equates to **$140.00 (5 (12M) case(s) @ $28.00)**. Payment will be made as soon as possible once verification is received that all displays have been shipped to retail.

As always, thanks for your assistance in the marketing of our products.

Sincerely,

Judy

J. Campbell
Promotional Coordinator / 1610
/jc
cc: 162309
L. E. MacWilliams

Note to RJR Manager:
Upon verification of shipment to retail, notify Judy (#1610) for payment distribution to account.

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WHOLESALER PACKING INSTRUCTIONS

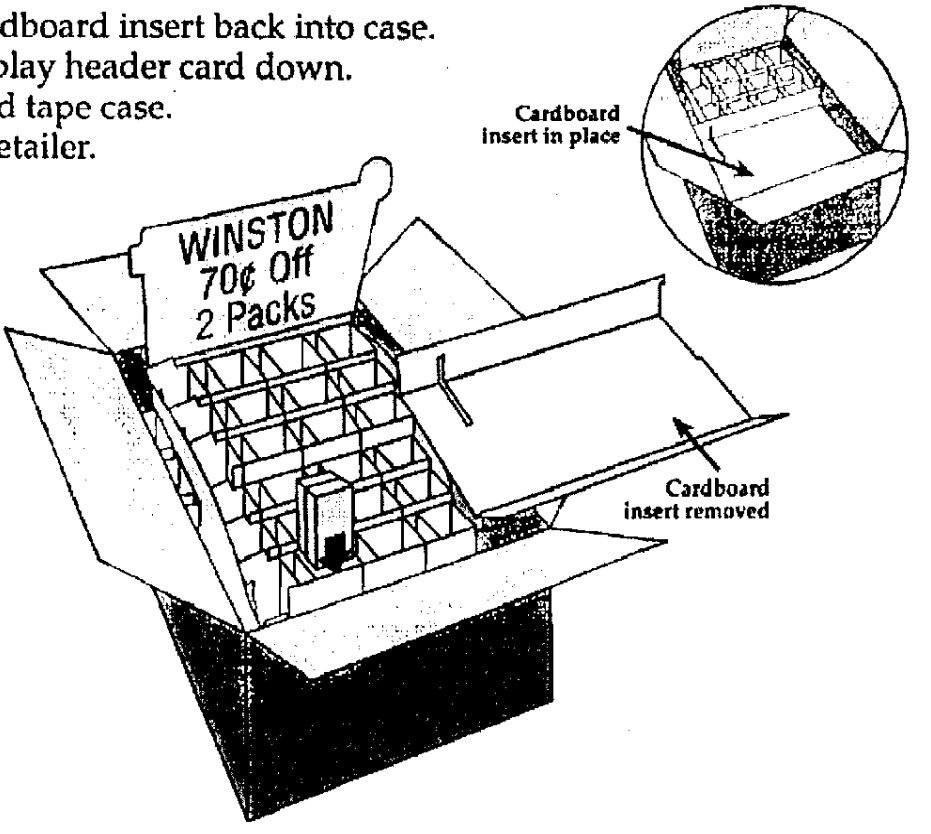
VALUE ADDED PROMOTIONS **2ND QTR.'98**

May WINSTON .70/2 PK

(70 cents off 2 packs)

STEPS

1. Open WINSTON .70/2 PK shipping case. Remove cardboard insert.
2. Place 2 packs of Winston "Special Offer" Tear Tape product (same brand style) in each sleeve. **Promotional product is in white cartons, utilize 2 cartons FF Box and 2 cartons LT Box.**
3. Place cardboard insert back into case.
4. Fold display header card down.
5. Close and tape case.
6. Ship to retailer.



Item: # 541085 WINSTON May .70/2 PK Display Kit
Promotion Reporting Description: WIN May .70/2 PK

Brand Style						
Number of Cartons						

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WHOLESALER : 203290 HARRY FOURTUNIS, INC. <DIRECT>
TEMPLATE : 800266 80500 WIN MAY .70/2 NO
TEMPLATE SEQ : 0905
SALES LEVEL : 16XXXX

TERR	RETAIL	ACCT	NAME	ADDRESS	CITY	ST	ZIP	QTY	TAX	CHAIN-ID	SUPPLIER	ACCT PHONE #
122105		180023	HARTELLS GROCERY IN	326 N BROADWAY	UPPER NYACK	NY	10960	1				(914)358-1250
122204	122220	340514	TANGLEWOOD STATR'Y	2264 CENTRAL PARK	YONKERS	NY	10710	1				(914)793-5061
122206	122224	291105	DONAHUES VARIETY	121 LAKE ST	WHITE PLAINS	NY	10604	1				(914)684-9224
122206	122224	734739	ARCADIAN CARD & GIF	230 S HIGHLAND AV	OSSINING	NY	10562	1				(914)762-0351
133005	133030	130769	84 QUIK STOP	5084 ROUTE 17M	NEW HAMPTON	NY	10958	1				(914)374-2208
133005	133030	179116	QUAKER CREEK	767 PULASKI HWY (	GOSHEN	NY	10924	1				(914)258-4570
133005	133030	600426	A PLUS	68 BROOKSIDE AVE	CHESTER	NY	10918	1	NYS	0362-0102		(914)469-7552
162210	162227	178898	CINOTTIS MARKET	11 MINE HILL RD	OTISVILLE	NY	10963	1				(914)386-2291
162210		704978	HARRY FOURTUNIS	261 NORTH ST	MIDDLETOWN	NY	10940	5				(914)342-2650
162210	162227	178902	PERINO'S DELI.	ROUTE 6	SLATE HILL	NY	10973	1				(914)355-8686
162210	162233	178194	R&B DELI	37 S MAIN ST	LIBERTY	NY	12754	1				(914)292-9087
162210		485720	WALKER VALLEY GROC	ROUTE 52 BOX 315	WALKER VALLEY	NY	12588	1				(914)744-3051
162210		759736	CASPERS TWO INC.	ROUTE 209 P.O. BO	SUMMITVILLE	NY	12781	1				(914)888-5363
162210	162227	688667	FAIR OAKS GENERAL S	RR 8 BOX 279	MIDDLETOWN	NY	10940	1				(914)361-4630
162210	162227	178453	JAMES' GENERAL STOR	PO BOX 346	NAPANOCH	NY	12458	1				(914)647-5973
162210	162227	130376	OTTISVILLE CONV ST	ROUTE 211	OTISVILLE	NY	10963	1				(914)386-1462
162210	162233	705602	KELLY'S DELI	210 N MAIN ST	LIBERTY	NY	12754	1				(914)292-1182
162210		705901	BORDERLINE DELI	1226 BURLINGHAM R	PINE BUSH	NY	12566	1				(914)744-5779
162305	162328	754480	M&M MOBIL, INC.	1000 FLATBUSH RD	KINGSTON	NY	12401	1				(518)336-2793
162306	162328	630642	HOME TOWN DELI	COUNTY RT. 19	ELIZAVILLE	NY	12523	1				(914)756-4501
162306	162327	900015	RONDOUT VALLEY GROC	PO BOX 416 ROUTE	ACCORD	NY	12404	1				(914)626-4661
162307	162327	596448	SIDDIQUE PETROLEUM	185 MAIN ST	NEW PALTZ	NY	12561	1			913178	(914)255-0322
162307	162327	638321	ONTERIO ENTERPRISES	30 S PLANK RD	NEWBURGH	NY	12550	1				(914)565-1449
162307	162327	698921	LAKESIDE CONV DELI	RT 52_& LAKESIDE	NEWBURGH	NY	12550	1				(914)566-0622
162307	162330	738962	B QUICK SERVICE	362 WINDSOR HWY	NEW WINDSOR	NY	12553	1				(914)569-8051
162307	162327	767822	UNION ST.DELI&PIZZA	135 UNION ST	MONTGOMERY	NY	12549	1				(914)457-5411
162307	162327	769211	MIDDLEHOPE DELI INC	626 ROUTE 9W	MIDDLE HOPE	NY	12550	1				(914)561-3155
162307	162327	619745	SAMUELS DISCOUNT CT	1019 RT. 17K UNIT	MONTGOMERY	NY	12549	1				(914)457-5891
162307	162327	567459	H.N. OF NEWBURGH, IN	352 BROADWAY	NEWBURGH	NY	12550	1				(914)562-6683
162307	162328	594992	BRIDGE CIRCLE DELI	77 MILTON AVE	HIGHLAND	NY	12528	1				(914)691-2221
162307	162327	178944	PETE'S MARKET	271 WASHINGTON ST	NEWBURGH	NY	12550	1				(914)562-5521
162307	162327	632155	BLUESTAR INT. ENT.	160 NORTH ST	NEWBURGH	NY	12550	1				(914)562-1111
162307	162328	209935	ARDONIA GENERAL ST	RT 44-55	CLINTONDALE	NY	12515	1				(914)883-6655
162307	162330	178975	FARICELLAS MARKET	140 WALSH AVE	NEW WINDSOR	NY	12553	1				(914)561-5450
162307	162327	178861	DAIRY MART 632	152 NORTH ST	NEWBURGH	NY	12550	1		2757-1100		(914)561-7640
162307	162327	178862	CJA MEADOW AVE. MAR	129 MEADOW AVE	NEWBURGH	NY	12550	1	NYS	2757-1100	81598	(914)561-9683
162307	162327	331060	NORTH PLANK MOBIL	175 N PLANK RD	NEWBURGH	NY	12550	1	NYS			(914)561-2111
162307	162327	340741	A-PLUS #60027	510 BROADWAY	NEWBURGH	NY	12550	1	NYS	0362-0102	046458	(914)561-5166
162307	162327	179019	MIDDLEHOPE GEN STOR	640 ROUTE 9W	MIDDLE HOPE	NY	12550	1	NYS			(914)562-9764
162308	162328	178627	SOUTHGATE DELI. AND	658 SOUTH RD	POUGHKEEPSIE	NY	12601	1				(914)462-1911
162308		511360	FOUR STAR WHOLESALE	67 COTTAGE ST	POUGHKEEPSIE	NY	12601	6				(914)473-1793
162308	162329	178726	AMENIA VARIETY	ROUTE 22 & 44	AMENIA	NY	12501	1				(914)373-8300

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TEMPLATE : 800266 80500 WIN MAY .70/2 NO
TEMPLATE SEQ : 0905
SALES LEVEL : 16XXXX

TERR	RETAIL	ACCT	NAME	ADDRESS	CITY	ST	ZIP	QTY	TAX	CHAIN-ID	SUPPLIER	ACCT PHONE #
162308	162329	179411	HUGHSON,FOODMART IN	NEW HAMBURG RD	HUGHSONVILLE	NY	12537	1		2757-1100		(914)297-9987
162308	162328	307545	9G CENCO	403 VIOLET AVE	POUGHKEEPSIE	NY	12601	1				(914)454-6924
162308	162328	440786	ABC GROCERY	22 DE LAVAL PL	POUGHKEEPSIE	NY	12601	1				(914)454-1141
162308	162329	473929	HARLEM VALLEY BEVER	RR 2 BOX 212	WINGDALE	NY	12594	1				(914)832-9093
162308	162328	619772	GETTY SERVICE STATI	355 MILL ST	POUGHKEEPSIE	NY	12601	2				(914)473-1442
162308	162328	669437	S&D FOOD STORE INC	250 HOOKER AVE	POUGHKEEPSIE	NY	12603	1				(914)471-7344
162308	162329	696040	SUNOCO S/S	FAMILY QUICK STOP	HOPEWELL JCT	NY	12533	1				(914)227-9221
162308	162328	746373	PMK PETROLEUM BP	340 VIOLET AVE	POUGHKEEPSIE	NY	12601	1				(914)486-4199
162308	162328	760276	THREE JAY'S GULF	258 ROUTE 44	SALT POINT	NY	12578	1				(914)677-1141
162308	162329	843136	FAMILY QUICK STOP	10 WEST MAIN STRE	PAWLING	NY	12564	1				(914)855-9220
162309		068522	GARRISON MART	PO BOX 48	GARRISON	NY	10524	1				(914)424-3837
162309		542363	HILTON GIBSON MILLE	208 MACARTHUR AVE	NEW WINDSOR	NY	12553	2				(914)562-0353
162309		178885	FAIRWAY FOOD CTR.IN	66 MAIN ST	HIGHLAND FALLS	NY	10928	1				(914)446-3992
162309	162330	179143	JAYS DELI	497 ROUTE 32	HIGHLAND MILLS	NY	10930	1				(914)928-2803
162309	162329	242620	FAIRFIELD FOOD AND	FUEL CORP.	BREWSTER	NY	10509	1				(914)279-4419
162309	162329	365630	DAVIG CORP. D/B/A	EASY STOP	BREWSTER	NY	10509	1				(914)279-6333
162309		397629	BASSO DELI, INC.	D/B/A M & R MARKE	FORT MONTGOMER	NY	10922	1				(914)446-9580
162309	162330	436555	D A K S TECH., INC.	4 SMITH CLOVE RD	CENTRAL VALLEY	NY	10917	1				(914)928-9614
162309	162329	460627	STORMVILLE CITGO	ROUTE 216	STORMVILLE	NY	12582	1				(914)227-6917
162309		486368	GINO'S DELI.	TOWNERS ROAD	CARMEL	NY	10512	1			904292	(914)225-1188
162309	162330	745253	HARRIMAN EXXOM	2 MELODY LANE NOR	CENTRAL VALLEY	NY	10917	1				(914)782-7589
162309	162330	728412	SHIVAM VARIETY INC.	307 MAIN ST	HIGHLAND FALLS	NY	10928	1				(914)446-2510

PAGE BREAK TOTAL ACCOUNTS 64 TOTAL QUANTITY 75

TEMPLATE TOTAL ACCOUNTS 64 TOTAL QUANTITY 75

********** END OF REPORT FOR PROMOTION 800266 **********

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